

In the Claims

Claim 1 (currently amended)

A computerized quotation system comprising at least one first portion which has equipment information; and a second portion which selectively copies at least some of the contained equipment information and which uses some of the copied information to provide a quotation; wherein each of said at least one first portion is an information template for a unique user selected piece of equipment comprising a plurality of selectable required component fields and at least one selectable optional component fields; and wherein said second portion includes at least one separately delineated entry of copied information for each user selected piece of equipment.

Claim 2 (canceled)

Claim 3 (currently amended)

The quotation system of claim [[2]] 1 wherein said ~~information template~~ second portion comprises inputtable dealer information.

Claim 4 (currently amended)

The quotation system of claim [[2]] 1 wherein said information template comprises inputtable information for a certain product which is provided in a row and column format.

Claim 5 (original)

The quotation system of claim 4 wherein said information comprises the following:

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- an attachment identifier code;
 - a brief description of said certain product;
 - a quantity of said certain product;
 - a list price for said certain product;
 - a subtotal list amount which is equal to said list price multiplied by said quantity;
 - a number of setup hours for said certain product;
 - a shipping weight of said certain product in pounds;
 - a weight of said certain product in kilograms;
 - a code for said certain product;

a first reference code for said certain product; and

a second reference code for said certain product.

Claim 6 (original)

The quotation system of claim 5 wherein said information template is depicted as separate selectable sections, said separate selectable sections comprising the following:

a | a description of the features of said certain product;

said information for required products;

said information for attachments to said required products;

said information for field conversion attachments to said required products;

a totals box; and

a salesman miscellaneous detail box.

Claim 7 (original)

The quotation system of claim 6 wherein said totals box comprises the following:

a total list price for said selected sections;
a first manufacturer's discount value for said
total list price;
a subtotal which is said total list price minus
said first manufacturer's discount;
a setup cost total for said selected sections
which is a setup labor rate multiplied by an amount of
total setup hours;
a freight cost total for said selected
sections;
a dealer's discount value;
a second manufacturer's discount value ~~for said~~
~~setup cost and said freight~~ of an overall cost; and
a total amount which is the sum of said
subtotal, said setup cost, and said freight cost, minus
said dealer's discount and said second manufacturer's
discount.

Claim 8 (original)

The quotation system of claim 6 wherein said
salesman miscellaneous detail box comprises the
following:

a margin value;

a total base cost amount for said selected sections;

said setup labor rate;

said total setup hours;

a materials/miscellaneous percentage amount;

a materials/miscellaneous amount;

a net cost amount; and

said total list price for said selected sections.

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Claim 9 (original)

The quotation system of claim 8 wherein said second portion comprises a quotation template.

Claim 10 (original)

The quotation system of claim 9 wherein said quotation template displays an inputtable customer description block and a summary of said at least one first portion, said display comprises the following:

said description of the features of said certain product;

said information for required products;

said information for attachments;

said information for field conversion
attachments;

a total price;

a trade-in amount; and

a grand total amount which is said total price
minus said trade-in amount.

Claim 11 (currently amended)

A method for providing a quotation is provided;
said method includes the steps of:

obtaining equipment information;

placing said equipment information in a database,
wherein said equipment information is provided as at
least one selectable field of required components and at
least one selectable field of optional components;

storing said database;

displaying said equipment information from said
database of at least one unique piece of equipment;

selecting ~~at least some of~~ both required components
and desired optional components from said displayed
information;

providing a quotation template; and

automatically copying said selected information onto said quotation template from said equipment information stored in said database and creating separate portions for each of said selected components for each of said unique pieces of equipment.

Claim 12 (original)

The method of claim 11 wherein said information in said database is stored in a computer system.

a1 **Claim 13 (original)**

The method of claim 12 further comprising the optional steps of:

saving said quotation;

putting said quotation on hold;

adding additional equipment to said quotation;

printing said quotation; and

clearing said information from said quotation template.

Claim 14 (original)

The method of claim 12 wherein said information is manually inputted by a user.

Claim 15 (original)

The method of claim 12 wherein said information is downloaded off of a compact disc.

Claim 16 (original)

a1 The method of claim 12 wherein said information is downloaded off of the Internet.

Claim 17 (new)

The quotation system of claim 1 wherein said quotation is provided only if a certain predefined number of said required components are selected for said unique piece of equipment.
